

1920

P. B.

BETTER FRUIT TREES

*Plants Roses—
Shade Trees
Shrubs
Ornamentals*

Net Price List

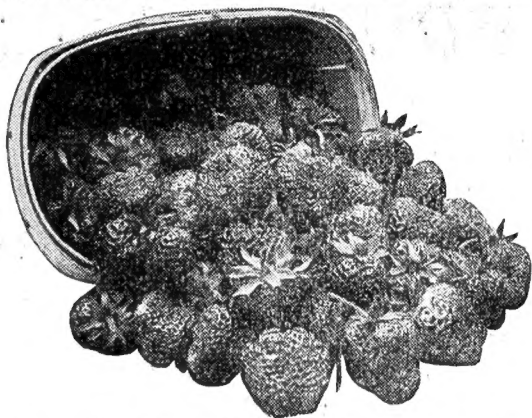


**NEOSHO
NURSERIES CO.
NEOSHO, MISSOURI.**

HAVE STRAWBERRIES This Season!

*Order Plants NOW
Plant them EARLY*

PICK BERRIES FROM AUGUST 'TILL FROST-TIME



SET OUT PROGRESSIVE EVERBEARING Strawberry plants this spring and enjoy the fruit this summer and fall. ¶The United States Bureau of Plant Industry says, in Farmer's Bulletin No 901, November, 1917:

"Strawberries may now be had throughout the summer and autumn months in the northern United States. Plants of the everbearing sorts may be set in the spring and a crop secured in the summer and autumn of the same year. The habits of these varieties have led to the development of cultural practices differing in special details from those followed in the production of standard sorts. Such practices are described in this bulletin, giving directions for raising the everbearing sorts.

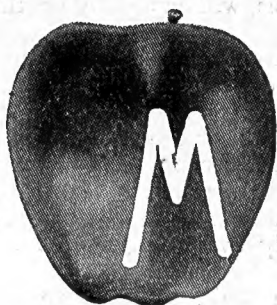
"The plants are very hardy, their foliage is very resistant to disease, and under favorable conditions they continue to produce berries until hard frosts occur. These characteristics make them especially suitable for the home garden."

¶Copies of the above bulletin may be obtained free of charge by writing the Division of Publications, U. S. Department of Agriculture, Washington, D. C. ¶Complete planting instructions and other valuable information is given in our "Inside Facts of Profitable Fruit Growing," copy of which is sent free to every purchaser of our fruit trees and plants.

Neosho Nurseries Company

Neosho, Missouri

(FOR PRICES OF ABOVE SEE PAGE 8)



ANY ORDERS come to us every year from our patrons and inquiring friends, so we would like to send each one our new catalog "Better Fruit Trees." But that may not be necessary as all you may need is a list of varieties and prices. Of course we will gladly mail the catalog if you want it.

If you expect to plant this spring, your order should be sent in right away. During the past four years nurserymen have had to cut down their propagation and many have even gone out of business, so the stock available is less than usual. On the other hand, the demand is heavier than in many years, stimulated by the high prices of fruit. Next year and the year

"I recommended your stock very highly and always take pleasure in doing so. The state representative and the county agent both say that the trees that I got from you, 1,000 J. H. Hales and 500 apple trees, have made the best growth that they have ever seen in a young orchard."

L. C. BEIRNE, May 2, 1919.
Lewis County, Kentucky.

after the conditions will evidently be the same.

It takes at least two years to produce an apple tree, and seedlings for grafting and budding are scarce and hard to get at any price. They cost us about ten times as much as a few years ago. Everything required in growing and handling nursery stock has advanced in cost just the same as practically everything you have to buy or sell.

After all, the main thing is to get first-class trees and plants in prime condition. You can't afford to spend your time, labor and money on inferior trees, for by the time your orchard comes into bearing the original cost of the trees themselves will be a comparatively small part of the total expense.

It doesn't pay to plant trees that have crown-gall, hairy-root, aphid, or that are not in good condition. Every year we lose some orders because we cannot ship as early in the fall as required, for we will not run the risk of giving dissatisfaction, which might result from digging before the trees are naturally mature and dormant.

If you favor us with your order and receive a single tree that is not A-1, hold

"Allow me to congratulate you on the stock you shipped me last fall. There was something over a hundred trees and plants and I haven't lost one. All have made splendid growth. Also strawberries put out this spring have done exceptionally well."

L. S. DAVIS, Aug. 11, 1919,
Greene County, Mo.

it subject to our disposal and write us not later than ten days after arrival and we will do our best to adjust the matter to your satisfaction.

We are running this business on the principle that "a pleased customer is the best advertisement" and it is indeed gratifying to find that over 44 per cent of our business last season, and over 47 per cent of sales this fall, came from old customers. We are also thankful for the large amount that comes to us from the recommendations of our friends and customers.

In ordering, please state if we shall reserve larger or smaller sizes in case those you prefer are sold out. Also if we shall use our best judgment in substituting as good or better varieties.

With best wishes,

Yours for Growing Satisfaction,
NEOSHO NURSERIES COMPANY.

Jan. 21, 1920.

"Neosho Nurseries Co., Neosho, Missouri.

"Dear Sirs: The shipment of apple trees arrived the 7th inst., as per our order. I have waited to acknowledge the receipt of this shipment until I could open them up and see just what kind of a package you had handed me. They arrived in a snowstorm, so I had to put them in the cellar and I just got them heeled in yesterday.

"Your method of packing is surely great. I had these trees in our cellar 13 days and, while I watched them closely, it was not necessary to dampen the packings, and when I opened them up yesterday they looked just as fresh as if they had only been packed a few hours.

"I am glad to say that the trees are entirely satisfactory and as nicely rooted as I have ever seen.

"Thanking you for the prompt attention to our order, and wishing you a successful year, I am,

Very truly yours,

W. D. GIBSON, Supt.

Gaither Mountain Orchard Co., Hilltop, Ark."

This shipment was 100 one-year X, and 400 one-year XX Apple trees.

Prices These prices are NET f. o. b. Neosho; are subject to change without notice and stock being unsold.

Rates The quantity rates apply only on varieties of the same kind. For instance, any 5 apple trees secure the 5 rate, but 2 apple, 2 peach and 1 plum are charged for at the EACH rate.

Terms Cash with order. All discounts have already been deducted. Transportation charges are paid by the customer upon receipt of the goods.

Guaranty We guarantee our nursery stock to arrive in good condition, and to be free from injurious insects and disease, under penalty of replacing, without charge, provided we are notified within ten days after receipt of the shipment and any unsatisfactory stock is held subject to our disposal. If any nursery stock sold by us should prove untrue to name under which it is sold, we hereby agree, on proper proof of such untruthfulness to name, to replace such stock as originally ordered, or to refund the purchase price. Except for such liability and in respect to all nursery stock sold by us, we give no warranty or undertaking, expressed or implied, as to description, quality, growth, productiveness, or any other matter.

Neosho Nurseries Co.

Express Shipment Express is the quickest method and usually the most satisfactory. Express charges are made according to the exact weight of the package, and delivery is made in the larger towns. A 35-pound package is carried by express at as low or lower cost than by freight.

"I have bought quite a lot of trees from you in the past and have found them very satisfactory. This is the first year my J. H. Hale trees bore to amount to anything and in my estimation they are the finest peaches that grow. I have 12 trees four years old and I picked seventeen bushels of good fruit. The tree is a fine grower and does well in this part of the country."

OLIVER H. SWINK, Sept. 1, 1919,
Morgan County, W. Va.

Express charges from Neosho to On 35 lbs. On 100 lbs.

Kansas City, Mo.	\$0.67	\$1.46
Chicago, Ill.	1.00	2.43
Cleveland, Ohio.	1.10	2.75
New York City.	1.38	3.51
Denver, Colo.	1.19	3.00
St. Paul, Minn.	1.19	3.00
New Orleans, La.	1.15	2.85
San Francisco, Cal.	2.88	7.80

The approximate weight of express packages of 100 "XX size" trees of various kinds is as follows:

100 Peach Trees, 7-16 to 9-16-in., XX size...	72 lbs.
100 Apple Trees, 5-8 to 11-16-in., XX size...	111 lbs.
100 Cherry Trees, 1-2 to 9-16 in., XX size...	90 lbs.
100 Pear Trees, 7-16 to 9-16 in., XX size...	80 lbs.

Freight Shipment Freight charges are made according to the actual weight on 100 pounds up. The charge on less than 100 pounds is the same as for 100 pounds. Large shipments go by fast freight and during severe weather in refrigerator cars.

Parcel Post Only the smallest sizes can be sent by mail. Parcel Post charges are to be paid by the customer upon delivery. NOTE—All shipments to Canada must go by express or freight.

Changes In ordering, please state if we shall reserve or ship other sizes or even other varieties according to our best judgment. If you send too much money, we will return the proper amount. If we have to fill your order with larger sizes, the prices will be higher, as per prices listed herein.

Size of Trees Our fruit trees are graded by diameter about two inches above the bud. Altho the average height is given, some varieties are naturally lower growers.

"I wish to say that in the fall of 1915 I purchased 50 Delicious apples from your nurseries, and it gives me pleasure to tell you that they are the best acre of trees I have in the orchard for their age."

W. H. WALLACE, Nov. 28, 1919,
Cuyahoga County, Ohio.

Apple Trees Baldwin, Banana (Winter), Black Ben, Delicious, Duchess of Oldenburg, Gravenstein, Grimes Golden, Jonathan, King David, Livland Raspberry, Maiden Blush, **McIntosh**, Melon, Northern Spy, **Paragon**, Red Astrachan, Rhode Island Greening, Rome Beauty, Stayman, Spitzenberg, **Wagener**, Wealthy, **Wilson Red**, Winesap, Yellow Newtown, Yellow Transparent, **York Imperial**.

Varieties in Black Face type can be supplied in one-year sizes only.

Caliper	Average Height	Each Rate	5 Rate	25 Rate	50 Rate	100 Rate
1 yr. Under 5-16	2 ft.	.50	.40	.35	.30	.25]
X 5-16—7-16	2 ft. 6 in.	.55	.45	.40	.35	.30
XX 7-16—9-16	3 ft 5 in.	.65	.55	.50	.45	.40
XXX 9-16 up	3 ft 8 in	.75	.65	.60	.55	.50
2 yr.						
X 1-2—5-8	4 ft. 5 in.	.65	.55	.50	.45	.40
XX 5-8—11-16	4 ft. 7 in.	.75	.65	.60	.55	.50
XXX 11-16 up	4 ft.11 in.	.85	.75	.70	.65	.60

Crabapple Trees Excelsior, Florence.

Caliper	Average Height	Each Rate	5 Rate	25 Rate	50 Rate	100 Rate
Under 5-16	2 ft.	.55	.45	.40	.35	.30
X 5-16—7-16	2 ft. 9 in.	.60	.50	.45	.40	.35
XX 7-16—9-16	3 ft. 5 in.	.70	.60	.55	.50	.40
XXX 9-16—11-16	4 ft. 4 in.	.75	.65	.60	.55	.50
XXXX 11-16 up	5 ft. .	.85	.75	.70	.65	.60

Peach Trees Alton, Arp Beauty, Belle (Georgia Belle), Carman, Champion, Crawford Late, Crosby, Early Elberta, Early Rose, Elberta, Elberta Cling, Eureka, Greensboro, Heath Cling, Hiley, Illinois, J. H. Hale, Krummel, Late Elberta, Lola, Mayflower.

Caliper	Average Height	Each Rate	5 Rate	25 Rate	50 Rate	100 Rate
Under 5-16	2 ft. 10 in.	.65	.55	.50	.45	.40
X 5-16—7-16	3 ft. 6 in.	.70	.60	.55	.50	.45
XX 7-16—9-16	4 ft. 1 in.	.75	.65	.60	.55	.50
XXX 9-16—11-16	4ft. 8 in.	.80	.70	.65	.60	.55
XXXX 11-16 up	5 ft. 10 in.	.85	.75	.70	.65	.60

Quince Trees Orange.

Caliper	Average Height	Each Rate	5 Rate	25 Rate
XXX 5-8 up	3 ft. 6 in.	.90	.80	.75

Pear Trees, Standard

Anjou, Bartlett, Clapp
Favorite, Comice,
Garber, Seckel, Winter Nelis.

Caliper	Average Height	Each	5	25	50	100
		Rate	Rate	Rate	Rate	Rate
Under 5-16	1 ft. 10 in.	.70	.60	.55	.50	.45
X 5-16—7-16	2 ft. 4 in.	.80	.70	.65	.60	.55
XX 7-16—9-16	2 ft. 10 in.	.85	.75	.70	.65	.60
XXX 9-16 up	3 ft. 10 in.	.90	.80	.75	.70	.65

Pear Trees Dwarf

Angouleme (Duchess)
Anjou, Bartlett, Seckel

Caliper	Average Height	Each	5	25
		Rate	Rate	Rate
XX 1-2—5-8	2 ft. 6 in.	.85	.75	.70
XXX 5-8 up	3 ft. 6 in.	.90	.80	.75

Plum Trees

Abundance, America, Burbank, Endicott, French Damson, Green Gage, Italian, Lombard, Omaha, Red June, Shropshire, Wild Goose.

No French Damson, Green Gage or Lombard in XXXX size.
Average height about 1 ft. shorter than other varieties.

Caliper	Average Height	Each	5	25	50	100
		Rate	Rate	Rate	Rate	Rate
Under 5-16	2 ft. 6 in.	.70	.60	.55	.50	.45
X 5-16—7-16	3 ft. 6 in.	.75	.65	.60	.55	.50
XX 7-16—9-16	3 ft. 10 in.	.80	.70	.65	.60	.55
XXX 9-16—11-16	4 ft. 6 in.	.90	.80	.75	.70	.65
XXX 11-16 up	5 ft.	1.00	.90	.85	.80	.75

Apricot Trees

Royal, Superb, Tilton.

Caliper	Average Height	Each	5	25	50	100
		Rate	Rate	Rate	Rate	Rate
Under 5-16	2 ft. 6 in.	.70	.60	.55	.50	.45
X 5-16—7-16	3 ft. 1 in.	.75	.65	.60	.55	.50
XX 7-16—9-16	3 ft. 9 in.	.80	.70	.65	.60	.55
XXX 9-16 up	4 ft. 4 in.	.85	.75	.70	.65	.60

Cherry Trees

Black Tartarian, Early Richmond, English Morello, Montmorency, Napoleon.

Caliper	Average Height	Each	5	25	50	100
		Rate	Rate	Rate	Rate	Rate
X 3-8—1-2	2 ft. 8 in.	.90	.80	.75	.70	.65
XX 1-2—9-16	2 ft. 11 in.	.95	.85	.80	.75	.70
XXXX 9-16 up	3 ft. 3 in.	1.00	.90	.85	.80	.75

Rhubarb.

	Each	5	25	50	100	300
Myatt's Linnaeus.....	.25	.20	.15	.12	.10	.08

Asparagus

	5	25	50	100	300	500
	Rate	Rate	Rate	Rate	Rate	Rate
Reading Giant.....	.15	.12	.10	.08	.05	.03½

Raspberry Cumberland, Cuthbert, Kansas, St. Regis.

Blackberry Early Harvest, Early King, Eldorado, McDonald, Mercereau, Snyder.

Dewberry Lucretia.

	5	25	50	100	300	500
	Rate	Rate	Rate	Rate	Rate	Rate
	.20	.15	.12	.10	.08	.06

(Blackberry and Dewberry go together in figuring prices, i. e., 400 Blackberry and 100 Dewberry entitle buyer to 500 rate.)

Gooseberries and Currants Shipment is prohibited west of Iowa, Missouri and Arkansas, also to Minnesota and Canada.

Gooseberry Downing, Houghton, Josselyn, Oregon Champion.

Currants London Market, Perfection, Red Cross, White Grape.

	Each	5	25	50	100
	Rate	Rate	Rate	Rate	Rate
	.30	.26	.25	.24	.23

Strawberry Aroma, Dr. Burrill, Klondike, Lady Thompson, Ozark Early, Senator Dunlap, Son's Prolific, Progressive Everbearing.

	25	50	75	100	200	300	400	500
	Rate	Rate	Rate	Rate	Rate	Rate	Rate	Rate
Standard	\$.55	\$1.00	\$1.35	\$1.60	\$2.90	\$3.90	\$4.60	\$5.00
Everbearing	1.25	2.15	2.70	3.00	5.50	7.50	9.00	10.00

Grape

	Each	5	25	100
	Rate	Rate	Rate	Rate
Two-Year				
Agawam.....	.40	.35	.30	.25
Brighton.....	.40	.35	.30	
Concord.....	.30	.25	.20	.17
Delaware.....	.40	.35	.30	
Diamond.....	.40	.35	.30	
Herbert.....	.60	.55	.50	
Moore Early.....	.35	.30	.25	.22
Niagara.....	.35	.30	.25	.20

Grape—Continued

	Each	5	25	100
One-Year	Rate	Rate	Rate	Rate
Brighton.....	.35	.30		
Concord.....	.25	.20	.15	.12
Delaware.....	.35	.30	.25	
Moore Early.....	.30	.25	.20	.17
Niagara.....	.30	.25	.20	.17
Worden.....	.35	.30	.25	.22

Shrubs

	Approximate Height	Each Rate	5 Rate	25 Rate	50 Rate	100 Rate
Althea	2 to 3 ft.	.35	.31	.29	.27	.25
Deutzia, Lemoinei	1 to 1½ ft.	.45	.40	.36	.33	.30
Deutzia, P. of R.	3 to 4 ft.	.45	.40	.36	.33	.30
Dogwood, Siberian	2 to 3 ft.	.40	.35	.32	.31	.30
Golden Bell	2 to 3 ft.	.45	.40	.36	.33	.30
High Bush Cranberry	½ to 1 ft.	.30	.26	.24	.22	.20
Honeysuckle, J. B.	3 to 4 ft.	.40	.35	.32	.31	.30
Hydrangea, A. S.	2 to 3 ft.	.55	.50	.46	.43	.40
Hydrangea, H. P. G.	1 to 1½ ft.	.40	.35	.32	.31	.30
Japan Quince	2 to 3 ft.	.40	.35	.32	.31	.30
Japanese Rose	2 to 3 ft.	.45	.40	.36	.33	.30
Rosa Rugosa	2 year	.45	.40	.36	.33	.30
Snowball	1½ to 2 ft.	.40	.35	.32	.31	.30
Snowberry	2 to 3 ft.	.40	.35	.32	.31	.30
Spirea Van Houttei	2 to 3 ft.	.35	.31	.29	.27	.25
“ “ “	3 to 4 ft.	.37	.33	.31	.29	.27
Syringa	1 to 1½ ft.	.35	.31	.29	.27	.25
Weigela Rosea	3 to 4 ft.	.50	.45	.41	.38	.35

Roses.

2-year Field Grown	Each Rate	5 Rate	25 Rate
Annie Miller.....	.50	.45	.40
Climbing American Beauty.....	.60	.55	.50
Conrad F. Meyer.....	.60	.55	.50
Crimson Rambler.....	.50	.45	.40
Dorothy Perkins.....	.50	.45	.40
General Jacqueminot.....	.60	.55	.50
Gross an Teplitz.....	.60	.55	.50
Maman Cochet.....	.60	.55	.50
Marshall P. Wilder.....	.60	.55	.50
Rosa Rugosa.....	.45	.40	.36
Snow Queen (F. K. D.).....	.75		

Phlox Le Mahdi (violet purple); Miss Lingard (white, pink center); Richard Wallace (white, violet center); Independence (large white).

	Each	5	25
	Rate	Rate	Rate
All varieties.....	.30	.25	.20
Mixed colors.....	.25	.20	.15

Iris Black Prince (purplish blue); Celeste (pale lavender); Flavescens (creamy white); Madame Chereau (white, frilled with blue); Queen of May (pale violet); Sans Souci (canary yellow); Siberian Blue (exquisite blue).

	Each	5	25	50	100
	Rate	Rate	Rate	Rate	Rate
All varieties.....	.15	.13	.11	.09	.07

Peony Couronne d'Or (white); Delachei (deep red); Dorchester (light pink); Duchesse de Nemours (pure white); Festiva Maxima (pure white); Jeanne d'Arc (pink and white); La Tulip (white); Madame Lebon (deep pink); Nigricans (dark crimson); Prince Imperial (dark purplish red).

	Each	5	25
	Rate	Rate	Rate
All varieties.....	.50	.45	.40
Mixed colors.....	.40	.35	

Lilacs

	Each	5	25
	Rate	Rate	Rate
Common, assorted.....	.25	.20	.15

Violets

	25	50	100
	Rate	Rate	Rate
Single, Sweet.....	.04	.03½	.03

Climbing Vines

	Each	5	25	50
	Rate	Rate	Rate	Rate
Boston Ivy.....	.60	.55	.50	.40
Clematis, Japanese.....	.60	.55	.50	.40
Honeysuckle, Hall's.....	.45	.40	.35	.30
Trumpet Vine.....	.35	.30	.25	.20
Wisteria, Japanese.....	.65	.60	.50	.45

Shade and Ornamental Trees

	Approximate Height	Each Rate	5 Rate	25 Rate	50 Rate	100 Rate
Beech, Crab	1 ft. up	.60	.55			
Black Walnut	1 to 1½ ft.	.20	.15	.12	.09	.07
Elm, American White	3 to 4 ft.	.45	.40	.35	.30	.25
Green Ash	5 to 6 ft.	.55	.50	.45	.40	.35
" "	6 to 7 ft.	.60	.55	.50	.45	.40
Maple, Norway	6 to 8 ft.	1.00	.90	.80	.75	.70
Maple, Silver	4 to 6 ft.	.45	.40	.35	.30	.25
" "	6 to 8 ft.	.60	.55	.50	.45	.40
" "	8 to 10 ft.	.70	.65	.60	.55	.50
Maple, Sugar	3 to 4 ft.	.55	.50	.45	.40	.35
Poplar, Carolina	4 to 5 ft.	.45	.40	.35	.30	.25
Poplar, Lombardy	3 to 4 ft.	.45	.40	.35	.30	.25

Hedge

	Approximate Height	Each Rate	5 Rate	25 Rate	50 Rate	100 Rate
Barberry, Japanese	1½ to 2 ft.	.25	.22	.20	.18	.15
Privet, California	1½ to 2 ft.	.17	.12	.09	.07	.05
" "	2 to 3 ft.	.20	.14	.10	.08	.06
Privet, Amoor River North	1 to 1½ ft.	.18	.14	.12	.11	.10
Privet, Amoor River North	1½ to 2 ft.	.22	.20	.17	.15	.14
Privet, Amoor River North	2 to 3 ft.	.26	.23	.21	.19	.18
Privet, Ibota	2 to 3 ft.	.26	.23	.21	.19	.18
Spirea Van Houttei	2 to 3 ft.	.35	.31	.29	.27	.25
" " "	3 to 4 ft.	.37	.33	.31	.29	.27

Evergreens—For Spring Delivery Only

WINDBREAK VARIETIES: Norway Spruce, Ponderosa Pine, Scotch Pine, Red Cedar, Colorado Douglas Fir, White Spruce, Jack Pine, Black Hill Spruce, White Pine.

Note: Orders must be in multiples of 5 of a variety.

		5 Rate each	25 Rate each	50 Rate each	200 Rate each
Small size	6 to 10 inch	.70	.35	.30	.28
Medium size	10 to 12-inch	.75	.40	.35	.33
Large size	1 to 1½ ft.	.85	.45	.40	.38
Large size	1½ to 2 feet	1.20	.75	.60	.58
Super size	2 to 3 feet	1.45	.80	.75	.73

Specimen Evergreens, Roots Balled and Burlapped—For Spring Deliv- ery Only

Variety	Height	Each	Pair
Colorado Blue Spruce	2 to 3 feet	\$12.00	\$20.00
Colorado Green Spruce	2 to 3 feet	10.00	18.00
Silver Cedar	2 to 3 feet	8.00	15.00
Pyramidal Arbor Vitae	2 to 3 feet	8.00	15.00
Hemlock	2 to 3 feet	8.00	15.00
Douglas Golden Arbor Vitae	2 to 3 feet	8.00	15.00
Red Cedar	2 to 3 feet	8.00	15.00
Black Hill Spruce	3 to 4 feet	13.00	25.00
White Spruce	3 to 4 feet	10.00	20.00
Dwarf Mt. Pine	1 to 1½ feet	4.50	8.00
" " "	1½ to 2 feet	5.50	10.00

Prices of Nut Trees, Budded or Grafted

Adapted to northern half of United States.

Pecan Busseron, Butterick, Greenriver, Indiana,
Niblack, Posey.

English Walnut Franquette, Mayette, Rush.

Black Walnut Thomas, Ohio, Stabler.

	Each	Doz.
Pecan and English Walnut trees, 1½ to 2 ft.	\$1.25	\$12.50
" " " " " 2 to 3 ft.	1.50	15.00
" " " " " 3 to 4 ft.	1.75	17.50
" " " " " 4 to 5 ft.	2.00	20.00
" " " " " 5 to 6 ft.	2.25	22.50
" (No. Eng. walnut this size, 6 to 7 ft.	2.50	25.00
Black Walnut Trees, 1½ to 2 ft. high.	1.00	10.00
" " " 2 to 3 ft. high.	1.25	12.50
" " " 3 to 4 ft. high.	1.50	15.00
" " " 4 to 5 ft. high.	1.75	17.50
" " " 5 to 6 ft. high.	2.00	20.00
" " " 6 to 8 ft. high.	2.25	22.50

**NOTE—Evergreens shipped direct from nursery
in Illinois. Nut trees from Pennsylvania.**

Service



ANYONE who has given serious and continued thought to the subject must inevitably have come to the conclusion that real satisfaction and happiness lie in rendering service to others. ¶ That fundamental principle is being put into effect more and more by individuals and by firms, and it has been demonstrated over and over that profits are the natural result. "A pleased customer is the best advertisement." ¶ The service which we aim to render is not confined to supplying first-class trees and plants. The pleasure and profit to be had in fruit or ornamental trees and plants depends chiefly upon the planter himself. ¶ Our first object, therefore, is to help you plant judiciously—*i. e.*, where, when, and what to plant; second, how to know and how to get first-class trees and plants; third, how to plant and care for them. ¶ In our three booklets "*Better Fruit Trees*" "*Inside Facts of Profitable Fruit-Growing*," and "*How to Beautify Your Home Grounds*"—we have gathered from every reliable source available the information which may be required to insure your success. ¶ "*Better Fruit Trees*," our catalog of fruit and ornamental trees and plants, is sent free of charge to anyone who is interested. For the other booklets we make a nominal charge of ten cents per copy, but send them free to every customer. (See back cover page.)

Neosho Nurseries Co.

Formerly Wm. P. Stark Nurseries, Inc.

Neosho, Missouri

Three Service Books

These are the books mentioned on the preceding page.

"Better Fruit Trees" is our catalog of fruit trees, plants, shade trees, roses and ornamentals. It contains 32 pages of illustrations and descriptions of importance to everyone interested in fruit growing or ornamental planting. Free on request.

"Inside Facts of Profitable Fruit Growing" is, in the opinion of experts and beginners, a "Wonderful help to Fruit Growers."

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